

Figure 1: Main Menu

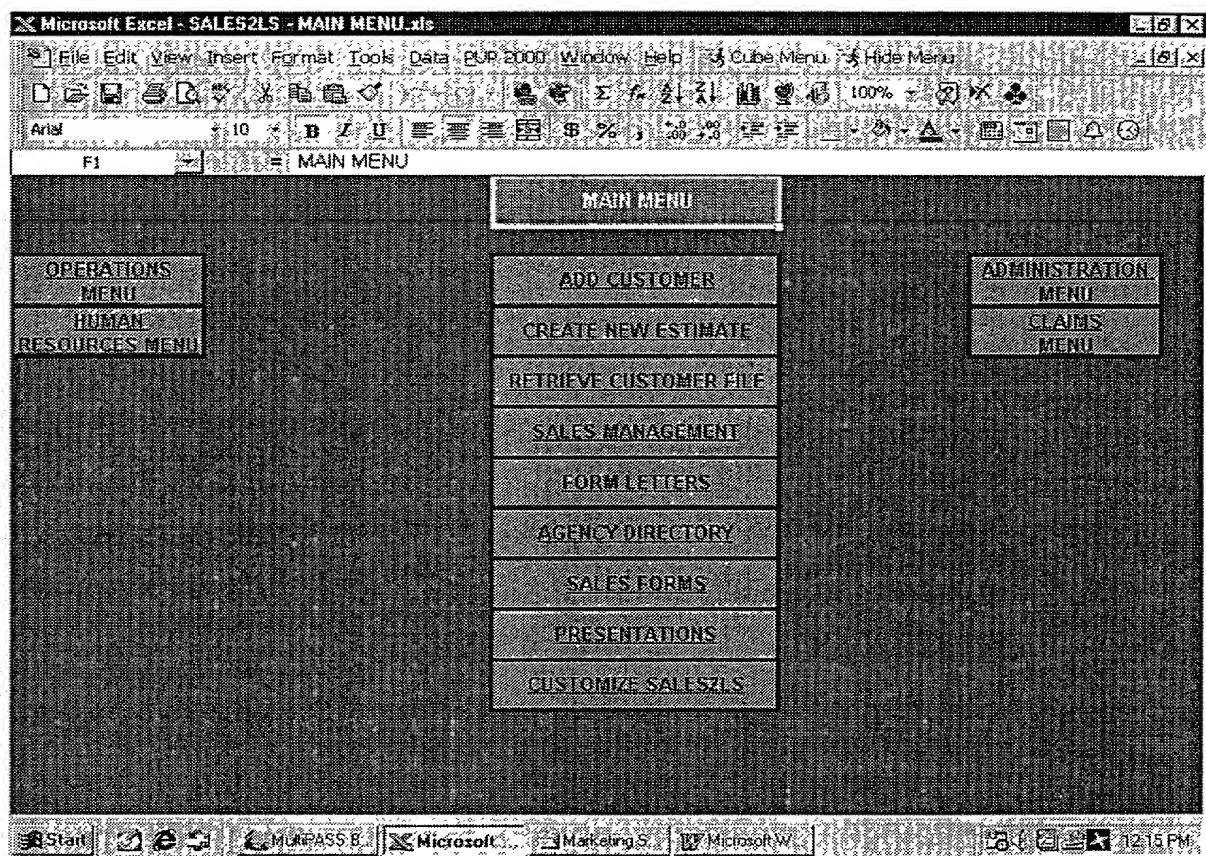


Figure 2: Form Letters sub-menu

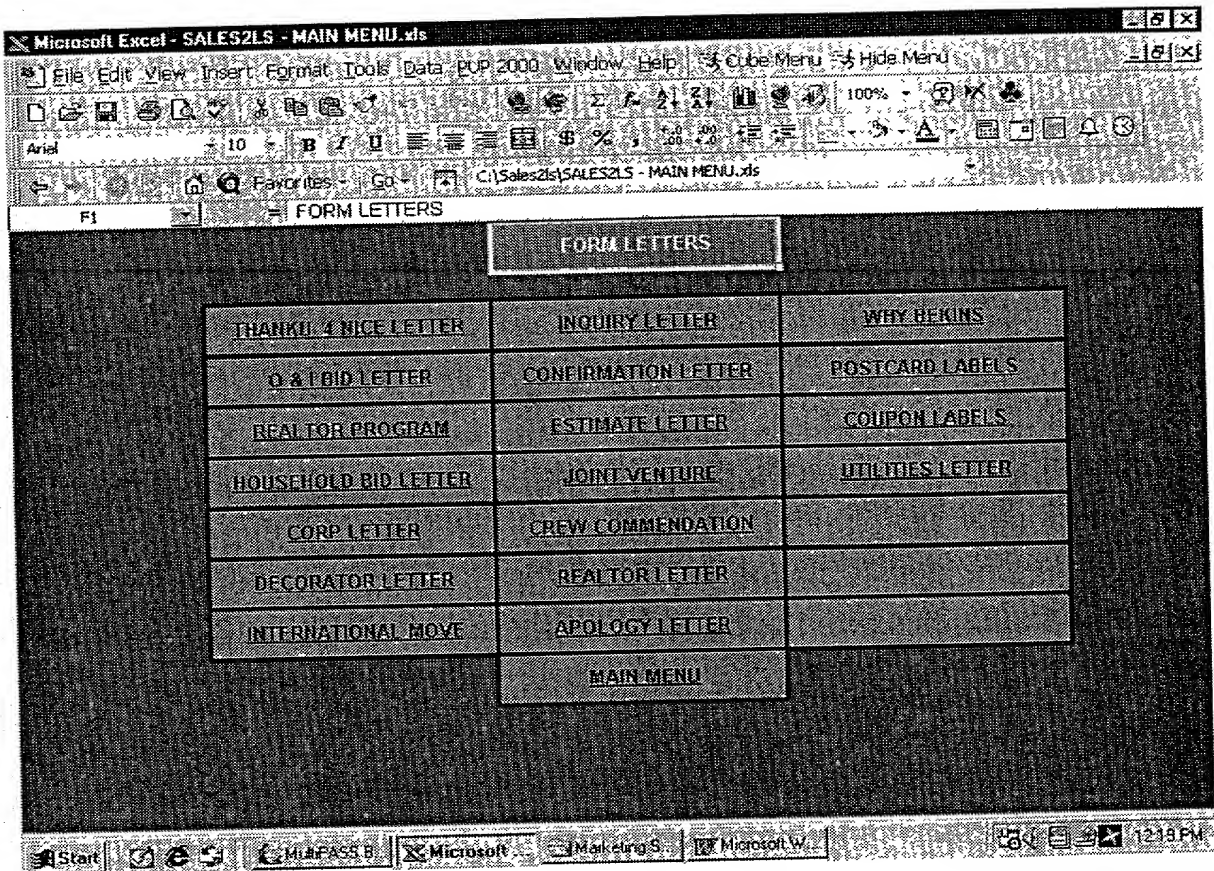


Figure 3: Customer Database
input-screen

Microsoft Access

File Edit View Insert Format Records Tools Window Help

Navigation icons: Back, Forward, Find, Print, etc.

Address bar: C:\Sales2\1400M Database.mdb

X400M Customer Database

DATE OF CALL	2/6/98 0:00	APPT DATE TIME	12:00:00 PM	SALESPERSON	RON
CUSTOMER	JOE CUSTOMER	TAKEN BY	LISA	CONSIGNEE	SAME
ADDRESS	1234 ELM	SOURCE	YP	DEST ADDRESS	W/A
CITY, ST	SCOTTSDALE	DATE SENT	2/6/98 0:00	DEST CITY, ST	CHICAGO
STATE	AZ			DEST STATE	IL
ZIP	65209			DEST ZIP	58900
COUNTY	MARICOPA			DEST COUNTY	COOK
PHONE	(602) 544-1234			DEST PHONE	(502) 355-1234
ADDL' PHO	(602) 555-2345			DEST ADDL' PHONE	(502) 233-2345

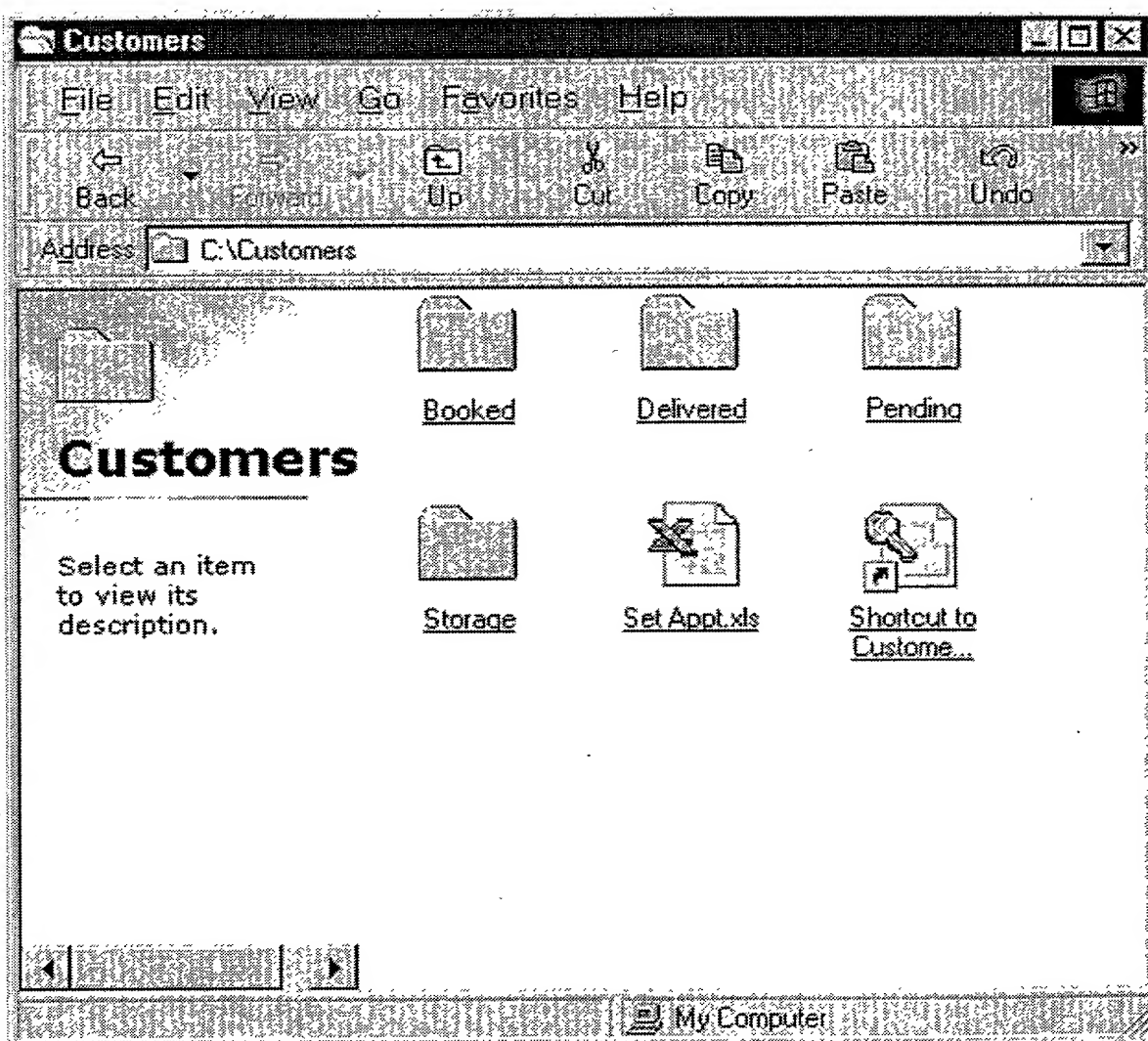
Record: 1 of 19

Form View

Taskbar: Start, MultiPAS, Microsoft, Makein, Microsoft, Micros...

System Clock: 12:39 PM

Figure 4: Customer File Folder



2002101419564460

Figure 5 Find Files feature

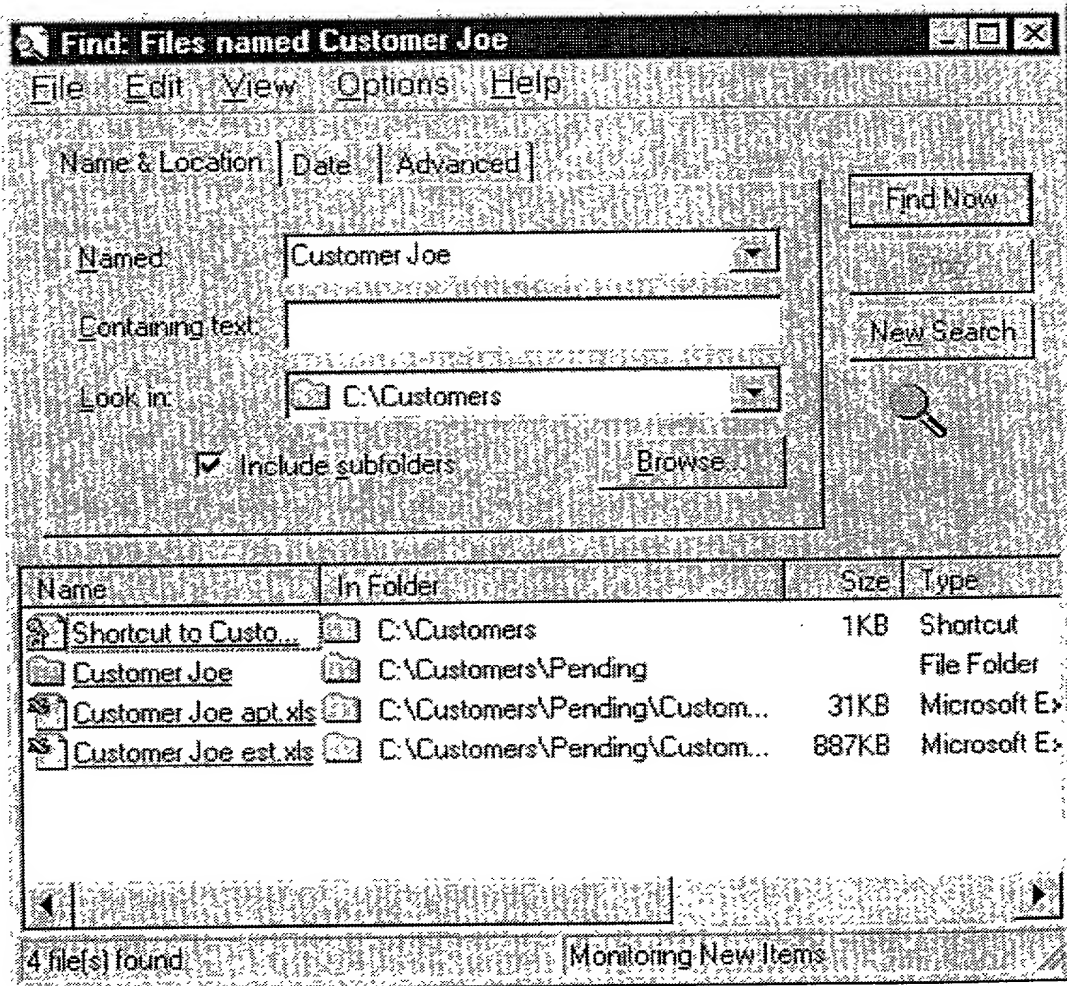


Figure 6 Appointment Card

Microsoft Excel - Customer Joe apt.xls

File Edit View Insert Format Tools Data PUP 2000 Window Help

100%

Arial 12 B I U

C3 =CUST DATA1G2

Appointment / Cover Sheet

Lead Source YP

Salesperson RON Appt Set by USA Appt date 08-Feb-98 Time 12:00 PM

FROM: Name JOE CUSTOMER TO: D Name SAME

Address 1234 ELM D Address WIA

CITY SCOTTSDALE D CITY CHICAGO

ST AZ ZIP 65209 D ST IL D ZIP 58900

Phone (602) 544-1234 D Phone (502) 355-1234

Phone 2 (602) 555-2345 D Phone 2 (502) 233-2345

Local _____	Intrastate _____	Interstate _____	Storage _____	International _____
House _____	Condo _____	Apartment _____	Mobile Hm _____	Mini Sty _____
Bedrms _____	Liv. Room _____	Din. Room _____	Fam Rm _____	Kitchen _____
Patio _____	Garage _____	Storage _____	Other _____	Describe _____
PBO _____	Driver Pk _____	Partial Pk _____	Carrier Pk _____	Unpacking _____

COMMENTS: Joe is getting three estimates for corp.

Contact _____ C Phone _____

C Address _____

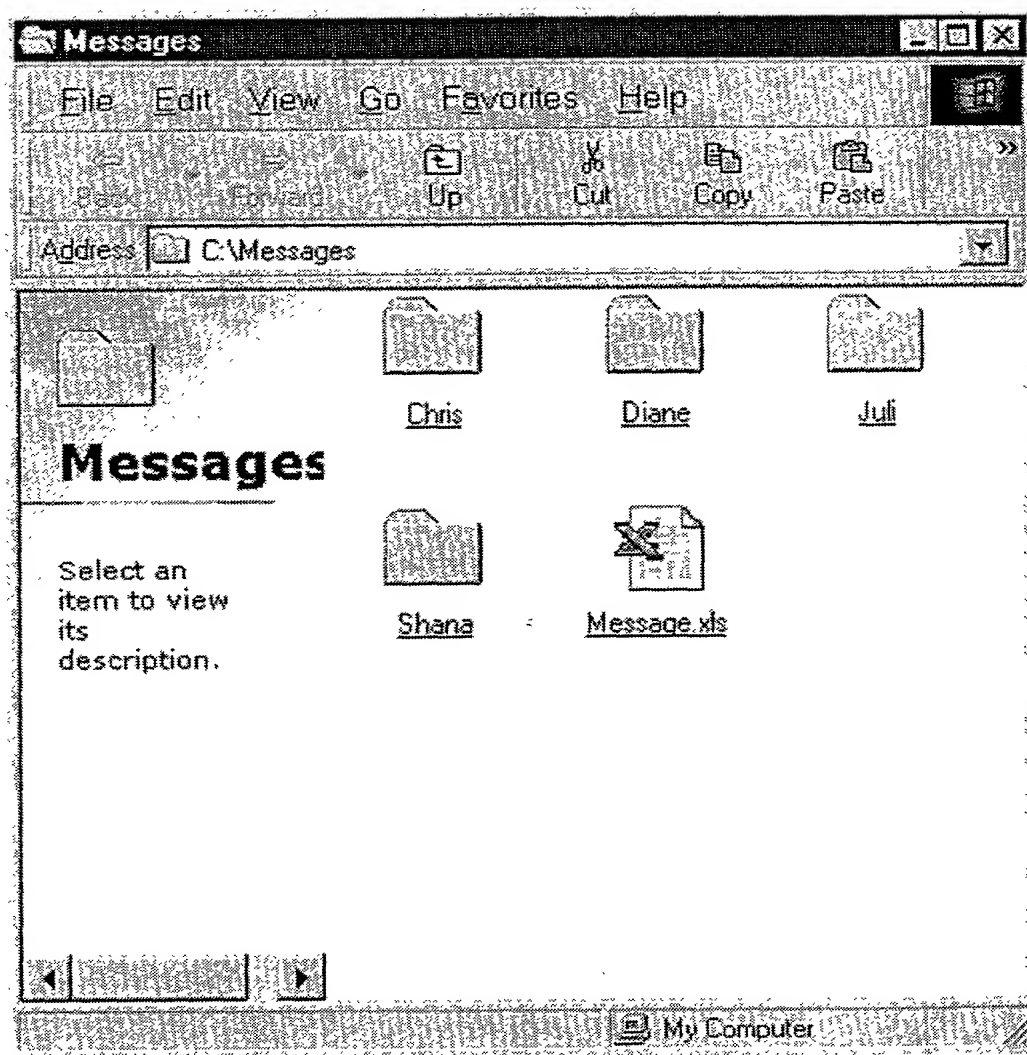
Contact at P.O. ☐ DEL ☐

CUST DATA SET APPT CALL LOG

Start MINPASS B Microsoft W Customer Joe Microsoft

1:04 PM

Figure 7: Messages directory



0979964-012002

Figure 8 Estimate worksheet

Microsoft Excel - Customer Joe est.xls [Read-Only]

File Edit View Insert Format Tools Data RUP 2000 Window Help Cube Menu Hide Menu

Times New Roman 8 =CUST DATA!A2

CLIENT INFORMATION CARD

MOVE TYPE _____	CARTAGE _____	DATE SENT TO SALES _____
TODAYS DATE <u>02/06/2000</u>	OPERATOR _____	APPT DATE & TIME _____
VAYBILL _____	MASTER W/B _____	SALESPERSON # _____
REG AGT _____	BOOK AGT _____	DEST. AGT _____
SALES PERSON _____	ORIG AGT _____	

ORIGIN INFO

CUSTOMER JOE CUSTOMER

ADDRESS 1234 ELM

CITY SCOTTSDALE

STATE AZ

ZIP 65209 ITEM 170 0.70

COUNTY MARICOPA

PHONE (602) 544-1234

ADDD. PHONE (602) 555-2345

SERVICE CODE 28 COST SCHED. C

DESTINATION INFO

CONSIGNEE JOE CUSTOMER

ADDRESS W/A

CITY CHICAGO

STATE IL

ZIP 58900 ITEM 170 4.50

COUNTY COOK

PHONE (502) 355-1234

ADDD. PHONE (502) 233-2345

SERVICE CODE 252 COST SCHED. D

SHIPMENT INFO

MILES 1751 S/L or L/H DISC. 61%

EST H-HG WEIGHT 8000 ACC. DISC. 61%

CUBIC FT 1143 ACT WEIGHT 8000

AUTO DESCRIPTION _____

AUTO WEIGHT _____ TOTAL WEIGHT 8000

DESTINATION CONTACT INFO

CONTACT _____

ADDRESS _____

CITY _____

STATE _____

ZIP _____

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Figure 9: Estimate Menu

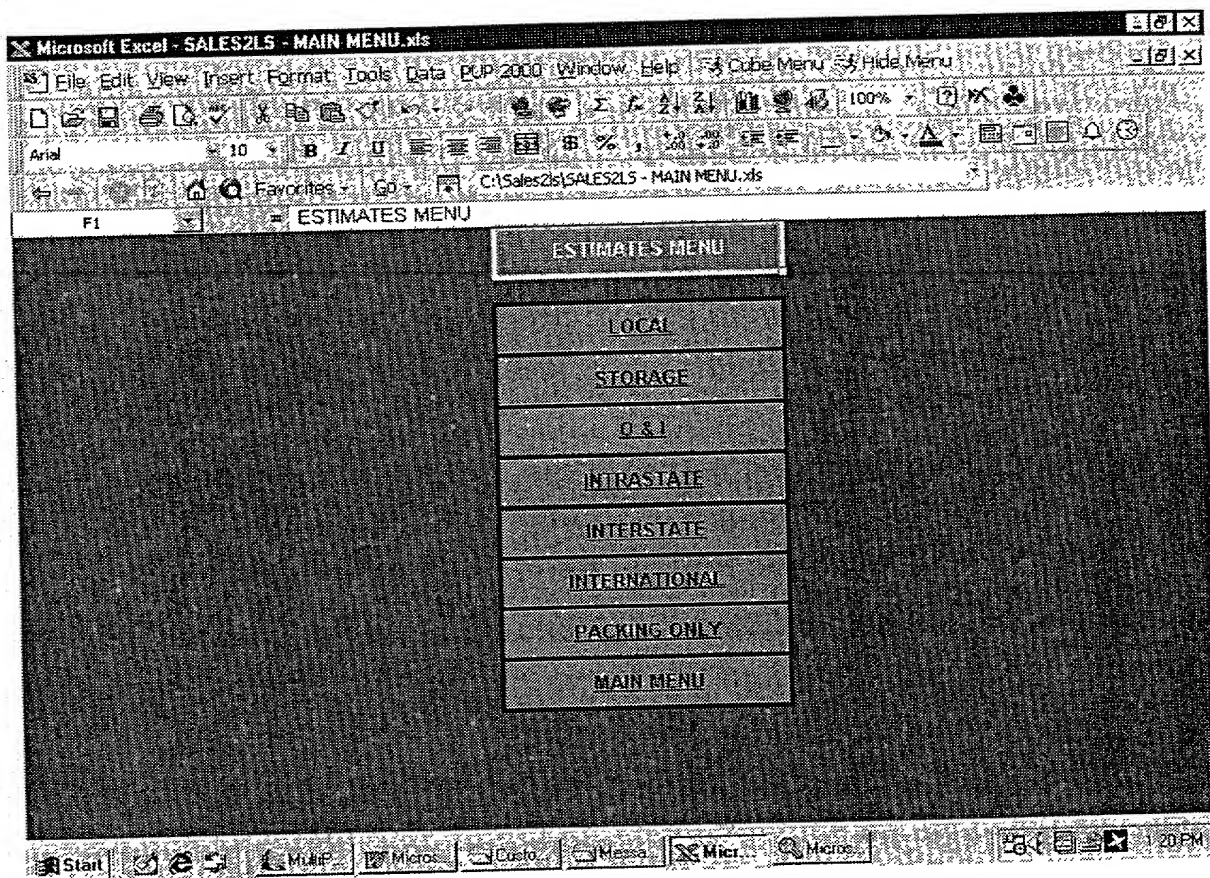


Figure 10. Cube Sheet

Microsoft Excel - 400M2000vse1.xls

File Edit View Insert Format Tools Data RUP 2000 Window Help Cube Menu Hide Menu

Courier 10 B V U [Icons] \$ % 75%

LIVINGROOM 0

BEKINS

PIECE COUNT TABULATION

CUSTOMER				AMENDED				AGENT				BILL OF LADING			
ITEMS NOT TO SHIP	ARTICLE	CUBE	NO. OF PIECES	TOTAL CUBE	ITEMS NOT TO SHIP	ARTICLE	CUBE	NO. OF PIECES	TOTAL CUBE	ITEMS NOT TO SHIP	ARTICLE	CUBE	NO. OF PIECES	TOTAL CUBE	
LIVING AND FAMILY ROOMS															
	BENCH	1.1	5												
	BOOKCASE	1.1	20												
	BOOKCASE SECT.	1.1	5												
	BOOKCASE SECT.	1.1	10												
	CHAIR-STRAIGHT	1.1	5												
	CHAIR-DESK	1.1	10												
	CHAIR-ROCKER	1.1	12												
	CHAIR-OCASIONAL	1.1	15												
	CHAIR-OVERSTUFFED	1.1	25												
	DESK	1.1	20												
	DESK	1.1	25												
	ENDTABLE SET	1.1	5												
	FOOTSTOOL	1.1	2												
	FOOTSTOOL	1.1	5												
	LAMP FLOOR	1.1	5												
	ORGAN	1.1	20												
	ORGAN	1.1	65												
	PIANO/SPINET	1.1	55												
	PIANO/SPINET	1.1	70												
	SOFA 2-CUSHION	1.1	20												
	SOFA 2-CUSHION	1.1	40												
	SOFA 2-CUSHION	1.1	50												
	HIDE-A-BED	1.1	60												
	SPEAKER	1.1	3												
	SPEAKER	1.1	5												
	STEREO CABINET	1.1	10												
	STEREO CABINET	1.1	20												
	TABLE	1.1	5												
	TABLE	1.1	10												
	TV/R-FI	1.1	15												
TOTALS															
NURSERY (CONTINUED)															
	PLAYPEN	1.1	10												
	CHANGING TABLE	1.1	5												
	TYPOUT	1.1	5												
		1.1	10												
		1.1	10												
TOTALS															
KITCHEN															
	BAR STOOL	1.1	5												
	BAR STOOL	1.1	5												
	CHAIR	1.1	5												
	IRONING BOARD	1.1	5												
	MICROWAVE OVEN	1.1	5												
	MICROWAVE OVEN	1.1	10												
	TABLE	1.1	10												
	TABLE	1.1	10												
TOTALS															
APPLIANCES															
	AIR CONDITIONER	1.1	20												
	DE-HUMIDIFIER	1.1	10												
	DISHWASHER	1.1	20												
	FREEZER/COMB	1.1	20												
	ICELESS	1.1	20												
MISCELLANEOUS															
	BENTON	1.1	10												
	CARD TABLE	1.1	5												
	CARD TABLE	1.1	5												
	CHAIR, FOLDING	1.1	2												
	CHAIR, FOLDING	1.1	5												
	CARRIAGE BASKET	1.1	20												
	CLOTHES BASKET	1.1	2												
	CLOTHES BASKET	1.1	2												
	CLOTHES HAMPER	1.1	3												
	COAT RACK	1.1	10												
	COAT RACK	1.1	20												
	DESK OFFICE	1.1	20												
	FAN	1.1	3												
	FOOT LOCKER	1.1	5												
	FURN. CABINET	1.1	10												
	FURN. CABINET	1.1	20												
	GOLF BAG	1.1	5												
	GOLF BAG	1.1	5												
	HEATER	1.1	5												
	MAGAZINE RACK	1.1	2												
	METAL SHELVES	1.1	5												
	PING PONG TABLE	1.1	20												
	PING PONG TABLE	1.1	10												
	PLANT STAND	1.1	40												
	POOL TABLE	1.1	20												
	POWER TOOLS	1.1	20												
	RUG OR PAD	1.1	10												
	RUG OR PAD	1.1	5												
	STEP LADDER	1.1	5												
	CURTAIN	1.1	5												
	TABLE	1.1	5												
	TRASH CAN	1.1	10												
	TOOL CHEST	1.1	10												

LR DR BR NURSERY KIT APPL OUT BULKY AUTO MISC PBO GP CRATES TOTALS Zoom In Zoom Out

Start [Icons] MINIFASS Background [Icons] Microsoft Word - Patent & [Icons] Microsoft Excel - 400 [Icons] 7:04 AM

Figure 11: Packing Worksheet

Microsoft Excel - 400M2000vs1.xls

File Edit View Insert Format Tools Data BVP 2000 Window Help Cube Menu Hide Menu

Courier 10 B I U ... 100% ...

86 =ESTIMATEIH54

AMENDED ☐ BEKINS CUSTOMER NAME: JOE, CUSTOMER
 PACKING WORKSHEET ☐ BILL OF LADING NUMBER
 ACKNOWLEDGEMENT ☐ UNPACK Y/N ? N

CARTON TYPE	NO OF UNITS PACKED BY		MATERIAL CHARGES			LABOR CHARGES		UNPACKING	
	BEKINS	CUST	RATE	C. P.	P. B. O.	RATE	PACK	RATE	UNPACK
DISHPACK	12		30.45	365.40		38.95	467.40		
CTN 1.5	17		6.45	109.65		10.00	170.00		
CTN 3	14		9.30	129.20		15.70	219.80		
CTN 4.5	9		11.20	100.80		19.05	171.45		
CTN 6	6		12.85	77.10		21.85	131.10		
CTN 6.5			13.80			25.85			
WARDROBE	12		23.85	286.20		11.45	137.40		
CRIB MATT			8.80			8.95			
TWIN MATT	2		15.75	31.50		10.95	21.90		
FULL MATT			19.50			10.95			
KING/QUEEN	3		32.20	96.60		17.25	51.75		
KING SPLIT	2		22.10	44.20		10.95	21.90		
MIRROR	7		24.50	171.50		35.70	249.90		
NO. BOXES	84								
CRATING CUBE	6.00		TOTAL	1413.15		TOTAL	1842.80	TOTAL	
CRATING RATE	18.00								
CRATING \$'s			NET TOTAL	551.13		NET TOTAL	640.81	NET TOTAL	

PACKING INSTRUCTIONS:

APPT CARD / CUBE SHEET / PACKING / PRICING / ESTIMATE / PRICE GRID

Start Microsoft Word - Patent a Microsoft Excel - 400 7:47 AM

Figure 12 Pricing Worksheet

Microsoft Excel - 400M2000vst.xls

File Edit View Insert Format Tools Data POP 2000 Window Help

Courier New 8 B 100%

D19 UNITS

AMENDED ☐
PRICING WORKSHEET ☐
ACKNOWLEDGEMENT ☐

BEKINS

TARIFF 400M
SECTION 1 Customer
Miles 1751 B/L Ref No

JOE CUSTOMER

TOTAL CUBE HH	1763	# 7 lbs	= TOTAL HH ITEM (HH)	12341
TOTAL CUBE AUTO		# 5 lbs	= TOTAL POUNDS AUTO	
TOTAL CUBE BULKY		# Lin Ft	= TOTAL lb BULKY OTHER	
TOTAL SHIPMENT CUBE	1763		= TOTAL WEIGHT	12341

RATING VT.	123.41			GROSS	NET
BASE CHG.	13120	RATE PW	= TOTAL LINEHAUL	13120.00	5116.80
ADDITIONAL TRANS. AT ORIGIN		0.70	= RATE = ATCOR	86.39	33.69
ADDITIONAL TRANS. AT DEST.		4.50	= RATE = ATCDEST.	555.35	216.58
IMEX CHARGES RATE VT.			= RATE = TOTAL WC		
FUEL SURCHARGE 3%			RATE	393.60	153.50
TOTAL TRANSPORTATION CHARGE				14155.33	5520.58

ORIGIN/DEST CHARGES	UNITS	RATE	GROSS	ORIGIN SERVICES	DEST SERVICES
TOTAL MATERIAL CHARGE	84	BY UNIT	1413.15	551.13	
TOTAL PACKING LABOR CHARGE	84	BY UNIT	1642.60	640.61	
TOTAL UNPACKING LABOR CHARGE		BY UNIT			
BULKY HANDLING AUTO		161.35			
BULKY					
BULKY					

APPT CARD / CUBE SHEET / PACKING / PRICING / ESTIMATE / PRICE GRID

Start Multipass Background Microsoft Word - Patent a Microsoft Excel - 400 7:57 AM

Figure 13: Auto presentation

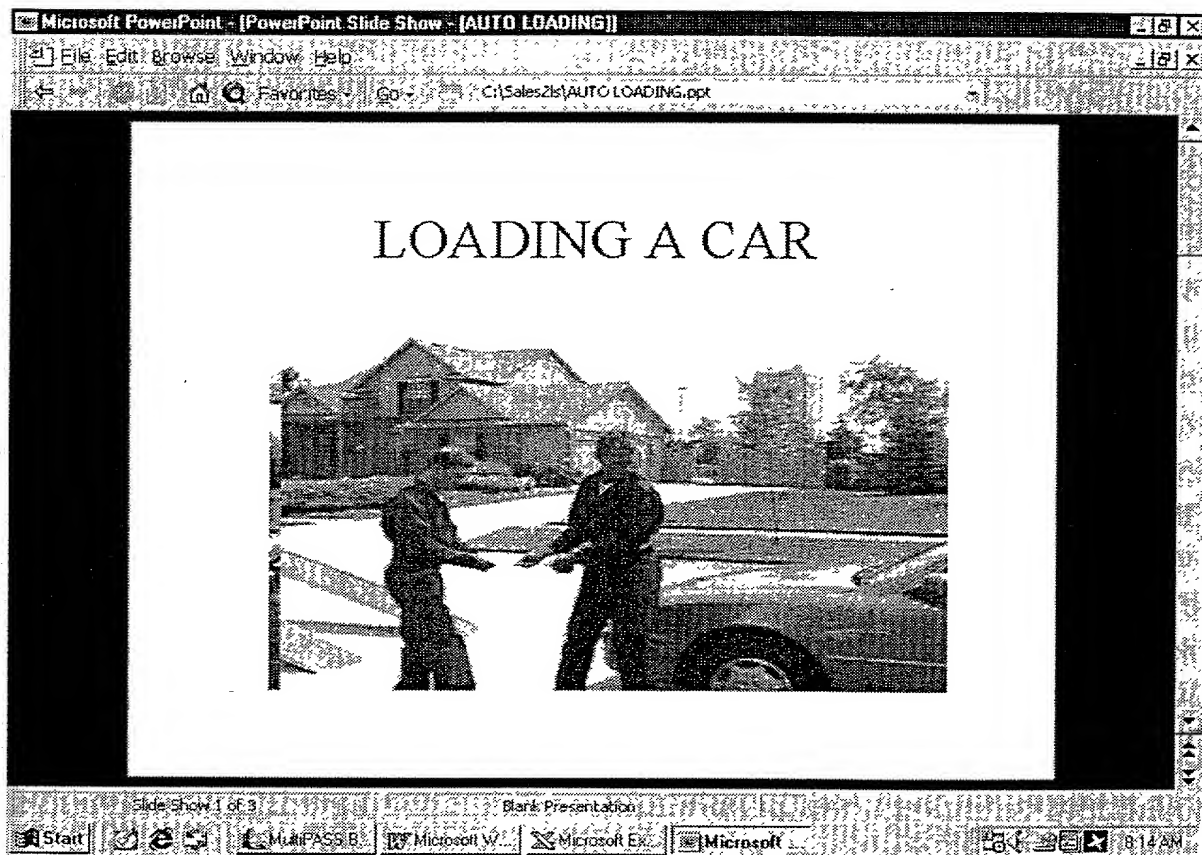


Figure 14. Order For Service
(Estimate tab)

Microsoft Excel - 400M2000v1.xls

File Edit View Insert Format Tools Data PUP 2000 Window Help Cube Menu Hide Menu

Counter 10

ESTIMATE =APPT CARD'BB

INTERSTATE ORDER FOR SERVICE

BEKINS

B/L REF NO 665544
REG. OFF. 334
BAPO NO. COD

JOE CUSTOMER (602) 555-2345
1234 ELM
SCOTTSDALE
MARICOPA county AZ 65209

JOE CUSTOMER (502) 355-1234
W/A
CHICAGO
COOK county IL 58900

ORIGIN INFO DEST INFO
Shippers Contact: JOES FRIEND 323/444-5678

☒ COD ☐ CORP ☐ DOD ☐ GOV
☐ EXCLUSIVE USE ☒ BULKY ARTICLE

RATING WT. CU. FT. MILES TARIFF PROVISIO
12341 1762 1751 400N 1

PACK DATE 03/02/2000 AGREED PICKUP DATES 03/03/2000 03/03/2000 03/03/2000 03/11/2000
AGREED DELIVERY DATES 03/03/2000 03/11/2000

DEST AGENT 341
BOYER-ROSENE M & S 247/593-8700
2512 S. CLEARBROOK DR.
CHICAGO IL 60005-4694

QUALIFIES FOR GUARANTEED P/U & DELIVERY ☒ YES

FAIR
UNLESS THE SHIPPER EXPRESSLY RELEASES THE SHIPMENT TO A VALUE OF 10 CENTS PER POUND PER ARTICLE, THE CARRIER'S LIABILITY FOR LOSS AND DAMAGE SHALL BE EITHER THE LUMP SUM VALUE DECLARED BY THE SHIPPER OR AN AMOUNT EQUAL TO \$1.25 PER EACH POUND OF RATED WEIGHT IN THE SHIPMENT, WHICHEVER IS GREATER. THE SHIPMENT WILL MOVE SUBJECT TO THE RULES AND CONDITIONS OF THE CARRIER'S TARIFF. SHIPPER HEREBY RELEASES THE ENTIRE SHIPMENT TO A VALUE NOT EXCEEDING

\$ 3.65 /lb. or \$ 45.000 Total Valuation
\$ 450 /\$100 Value \$ 0.84 /Valuation= \$ 380

THE PRICE SHOWN BELOW AS GUARANTEED PRICE IS THE TOTAL AMOUNT YOU WILL PAY

TRANSPORTATION CHARGE 5520.58
ORIGIN SERVICES 1415.27
DESTINATION SERVICES
VALUATION CHARGE 380.00

GUARANTEED PRICE

APPT CARD CUBE SHEET PACKING PRICING ESTIMATE PRICE GRID

Start Microsoft Word Microsoft Excel Microsoft PowerPoint

8:34 AM

Figure 15: Fujitsu Mini-Notebook

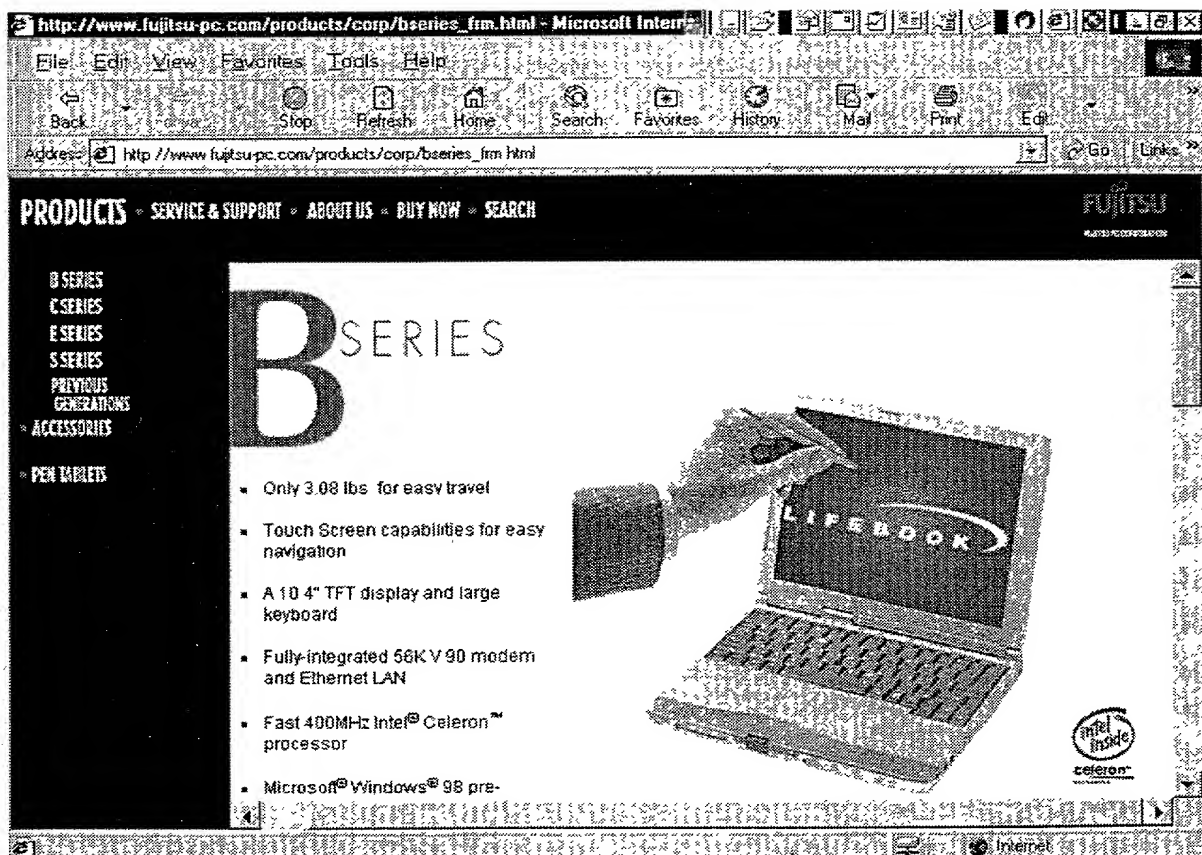
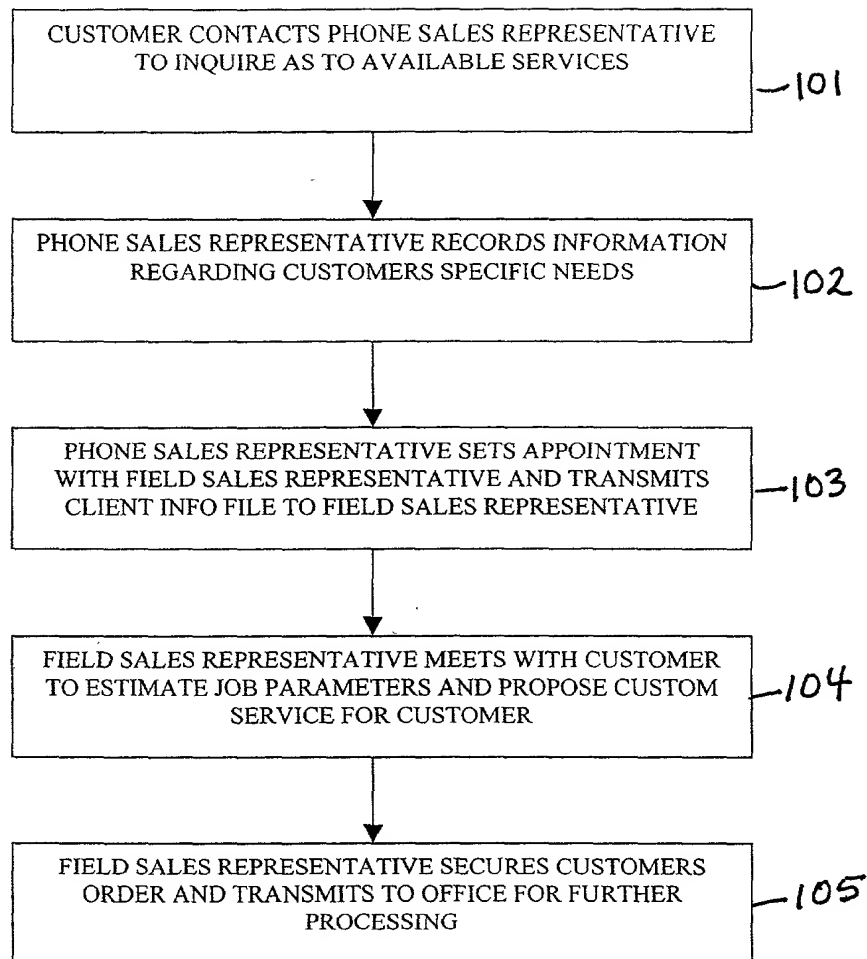


Figure 16 Information Flow Diagram



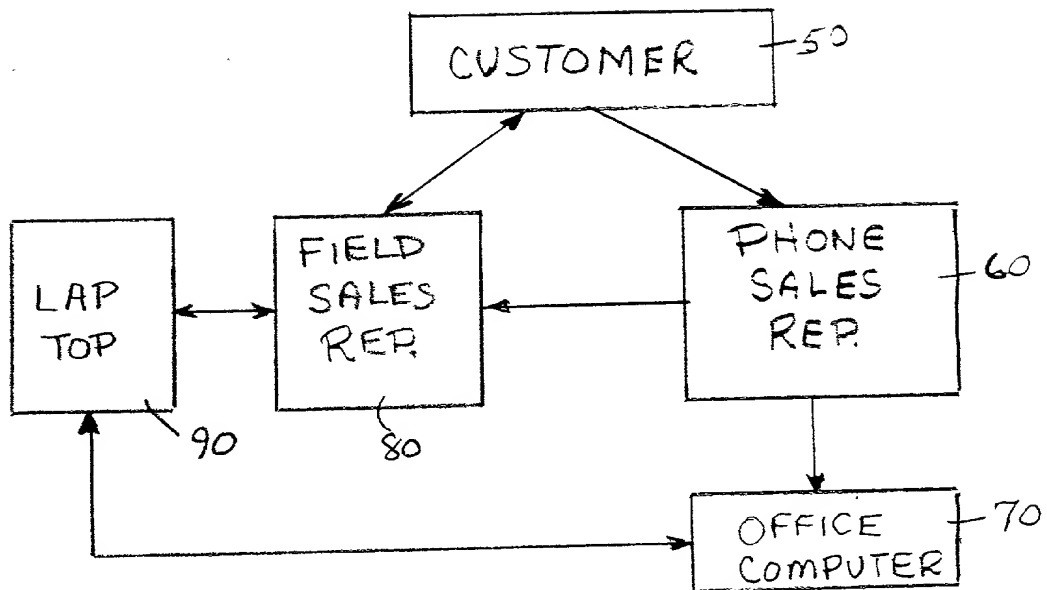


Figure 17

2025-10-10 10:10:10